

**A RESOLUTION BY**

**FINANCE/EXECUTIVE COMMITTEE**

**03- *R* -0358**

**AUTHORIZING THE MAYOR TO ENTER INTO AN APPROPRIATE CONTRACTUAL AGREEMENT WITH DECISION SUPPORT TECHNOLOGIES, INC., TO PROVIDE END USER TRAINING FOR PROPWORKS ON BEHALF OF THE DEPARTMENT OF AVIATION, IN AN AMOUNT NOT TO EXCEED \$200,000.00. ALL CONTRACTED WORK SHALL BE CHARGED TO AND PAID FROM FUND ACCOUNT AND CENTER NUMBER: 2H21 524001 R21001.**

WHEREAS, the City wishes to enter into an appropriate contract with Decision Support Technologies, Inc., the developer and owner of the PROPworks software application; and

WHEREAS, the Department of Aviation purchased the PROPworks software application for the new Lease Management System and training is necessary for Airport personnel utilizing and inputting data in the system; and

WHEREAS, Decision Support Technologies is the developer and owner of PROPworks and therefore the software is proprietary; and

WHEREAS, the Department of Procurement has certified Decision Support Technologies, Inc., as the sole provider to provide end user training for PROPworks, as contemplated by §2-1191 of the City Code of Ordinances; and

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF ATLANTA, GEORGIA, that the Mayor be and is hereby authorized to enter into a contractual agreement with Decision Support Technologies, Inc., to provide end user training on PROPworks on behalf of the Department of Aviation in an amount not to exceed \$200,000.00.

BE IT FURTHER RESOLVED, that the Chief Procurement Officer be and is hereby directed to prepared an appropriate contractual agreement.

BE IT FURTHER RESOLVED, that this agreement shall not become binding on the City and the City shall incur no liability upon same until such contract has been executed and delivered to the contracting party.

BE IT FINALLY RESOLVED, that all contracted work shall be charged to and paid from Fund Account and Center Number: 2H21 524001 R21001.

**Hartsfield Atlanta  
International Airport**



Shirley Franklin  
Mayor

Benjamin R. DeCosta  
Aviation General Manager

DATE: January 6, 2003

TO: Adam L. Smith, Chief Procurement Officer  
Department of Procurement

FROM: Carole Dortch, Assistant General Manager, Administration  
Department of Aviation

**SUBJECT: Sole Source Justification for PROPworks End User Training**

The Department of Aviation has purchased and installed the PROPworks software application for the new Lease Management System. This program is scheduled to "Go Live" on May 5, 2003, and meeting this deadline will be predicated to a large extent on the successful training provided to the end users. DOA is requesting that **Decision Support Technologies (DST)** be designated as a Sole Source provider of the end users training on PROPworks for the following reasons:

- PROPworks is a proprietary software application developed and owned by DST.
- The software was developed strictly for the transportation market and its installation is limited to approximately seventy (70) airports and seaports worldwide.
- DST has not certified any other firms to provide training on its PROPworks software. DST has installed and provided training for all markets that currently use the PROPworks software. Any organization that may express interest in providing training would need to learn the program before they could train. If training is administered incorrectly, the entire system is affected. PROPworks will not accept responsibility for incorrect data input into our system resulting in possible failure of the system.

As the developer/owner of the PROPworks software, DST is uniquely qualified to provide the training and has successfully provided end user training for other clients. They are currently on site at the Airport implementing the PROPworks system and are very familiar with the Airport's unique requirements. We are confident in recommending DST as the company that can successfully provide the quality end-user training we need.

The account to be charged is **2H21-524001-R21001** for an amount not to exceed **\$200,000.00**.

Requisition number **R2103704** is attached. If additional information is required, please contact the DOA Contract Services Division Manager, Mary Eady at 404-209-3170, ext. 131.

xc: C. Chavis  
M. Eady  
C. Alston  
C. Donato

C. Donato  
M. Daiz  
File



City of Atlanta • Department of Aviation

P.O. Box 20509 • Atlanta, GA USA 30320-2509 • Tel: (404) 530-6600 • Fax: (404) 530-6803  
Web Site: [WWW.Atlanta-Airport.Com](http://WWW.Atlanta-Airport.Com)



Shirley Franklin  
MAYOR

**CITY OF ATLANTA**  
55 Trinity Avenue, SW, Suite 1790  
Atlanta, GA 30303  
(404) 330-6204 • Fax (404) 658-7705  
Internet Home Page: [www.ci.atlanta.ga.us](http://www.ci.atlanta.ga.us)


DEPARTMENT OF PROCUREMENT

Adam Lorenzo Smith  
Chief Procurement Officer

February 25, 2003

**MEMORANDUM**

TO: Benjamin DeCosta, General Manager  
Department of Aviation

FROM: Adam L. Smith 

RE: Sole Source Designation

I am in receipt of your request for a sole source designation to Decision Support Technologies, Inc. ("DST") to provide End User Training on PROPworks, a software application for the new Lease Management System at Hartsfield Atlanta International Airport. Our research discovered, among other things, the following:

1. PROPworks is a proprietary software application developed and owned only by DST;
2. the software was developed specifically for the transportation market and its installation is limited to approximately seventy (70) airports and seaports worldwide;
3. DST has installed and provided training for all markets that currently use the PROPworks software;
4. DST has not certified any other firms to provide training in the PROPworks software;
5. the City purchased the software, it is currently being installed and appropriate training is necessary and essential for Airport staff; and
6. DST will not accept any responsibility or liability for the software application if a firm not certified by DST provides such training.

Based on the above, I have determined that your request meets the provisions of §2-1191, Sole Source Procurement, of the Atlanta Code of Ordinances, and that DST, the developer and owner of PROPworks software application, is uniquely qualified to provide the training necessary for the efficient and effective use of the software at the Airport.

The Department of Procurement will prepare the legislation for approval by Council. Please have your staff forward the requisition for DST as soon as possible.

If you have any questions please give me a call at (404) 330-6204.



A Division of Air-Transport IT Services, Inc.

January 24, 2003

Ms. Carrie Alston  
Hartsfield-Atlanta International Airport  
6000 North Terminal Parkway  
Suite 313  
Atlanta, GA 30320

Dear Ms. Alston,

PROPworks®, from Decision Support Technologies, Inc., was developed strictly for the transportation market, with its focus centered on the airport industry. PROPworks® is in use at nearly 70 airports and seaports around the world.

PROPworks® is a proprietary software product in that it has been developed by Decision Support Technologies, Inc. and all implementation services including installation and training services for the product are also provided by Decision Support Technologies.

Decision Support Technologies has not certified any other firms to provide training on our PROPworks® software.

Please let me know if you have any additional questions regarding the exclusivity of our PROPworks® software products.

Best regards,

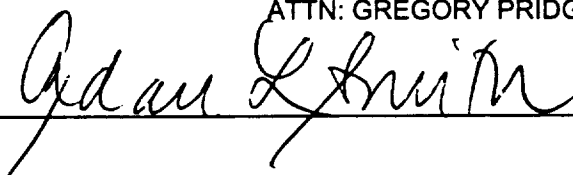
Tom Strange  
President, Decision Support Technologies, Inc.

## TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE

ATTN: GREGORY PRIDGEON

Chief Procurement Officer Signature: \_\_\_\_\_



Originating Department: Procurement

Contact Person: Felicia Strong-Whitaker,

Committee(s) of Purview: Finance/Executive

Council Deadline: February 14, 2003

Committee Meeting Dates(s): February 26, 2003

Full Council Date: March 3, 2003

### CAPTION

AUTHORIZING THE MAYOR TO ENTER INTO AN APPROPRIATE CONTRACTUAL AGREEMENT WITH DECISION SUPPORT TECHNOLOGIES, INC. TO PROVIDE END USER TRAINING FOR PROPWORKS ON BEHALF OF THE DEPARTMENT OF AVIATION, IN AN AMOUNT NOT TO EXCEED \$200,000.00. ALL CONTRACTED WORK SHALL BE CHARGED TO AND PAID FROM FUND ACCOUNT AND CENTER NUMBER: 2H21 524001 R21001.

### BACKGROUND

### FINANCIAL IMPACT (if any)

#### *Mayor's Staff Only*

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Received by Mayor's Office: \_\_\_\_\_  
(date)

Reviewed by: \_\_\_\_\_  
(initials) (date)

Submitted to Council: \_\_\_\_\_  
(date)

Action by Committee:    ☐ Approved    ☐ Advertised    ☐ Held    ☐ Amended  
                                 ☐ Substitute    ☐ Referred    ☐ Other